



### THE MASTERY OF TRADE LIES IN CO-OPERATION

(Written Specially for The Bulletin.)  
The editor of The World's Work has a farmer friend who raises onions. Not long ago a commission man in Philadelphia advised him to ship some there, as the market was good. So he filled a car with choice onions and started them for the City of Brotherly Love. A few days later, after the car had got far enough on its way so that the onion-grower couldn't call it back, another note arrived saying that onions were arriving in such quantities there might be a break. A fortnight later came in the explanation of this last face-saving epistle—an itemized account of the sale of the onions. From this it appeared that they had sold for enough to

First—Pay the dealer his commission.  
Second—Pay his hired men their fancy charges for cartage.  
Third—Pay the "terminal charges".  
Fourth—Pay almost all the freight. The onion-grower only had to come across with \$9 more to pay what was short on freight, and then he was given a clean bill of health.

Later, this same farmer got to reading one of F. Young's sensible articles about high cost of selling, and he felt moved to write his friend, the editor, this little experience of what he had found in Philadelphia. He doesn't rave and tear the paper. He even makes apologies for the other fellows. "But," he says, "I know that I furnished Philadelphia with a carload of good onions, free, and paid part of the freight."

Now, this wasn't a unique nor even a very unusual occurrence. Very similar things are happening almost daily. If not to onions then to berries, grapes or apples or potatoes or some other sort of "farm truck." Within two years a neighbor of mine sent a carload of apples to New York City. They were good apples, first quality in size and coloring, and of popular varieties. They were sent by freight, at car-load rates. When the returns came in he found he had lost \$50 on his shipment. And he had paid only \$1.25 a barrel for the apples here, delivered at the car. The very same week another neighbor who lives in New York sent a carload of apples to Philadelphia. He had sent two barrels by express, which was about five times as expensive as freight, and as they were unskillfully packed by an inexperienced packer, they arrived in bad condition. However, the grocer paid the express and also the cartage from the terminal to his store, and all the other charges connected with the shipment, and then paid the farmer \$2.50 a barrel for the apples—explaining that this admittedly small price would have been much greater had the fruit been better packed.

The same week both these shipments occurred apples were selling at fifty cents a peck, or \$5.00 a barrel in ordinary New York retail sales. I think it may be assumed that the onions sent by the man I first referred to weren't given away to Philadelphia consumers, just because the producer had to give them to the jobber. Oh, no; that is not the way such things work.

Our present system of doing business isn't apparently meant either to give the producer a fair share of what the consumer pays, or to save the consumer a fair share of that which the producer loses, but to give the grocer in between a sure thing.

If only the dance which we are led were a really good one, and if we got some pleasure or profit from it, if only the music were such as we could dance to without putting our joints out, then we might as well be content. As things are, it really seems as if we were paying the price too much. Yet, again, "as things are," we have got to pay the price, whether or no.

That is to say, we have got to, until retail rates. Thereupon the co-operatives in our own hands, we producers and consumers, whenever we get ready to take hold of it, man-fashion. Not that you and I alone can control it, but that any single group of neighborhood co-operators can overturn things; such a supposition would assume that a single group could take the whole and that the tail can wag the dog. But, whenever a majority of both

### Tolland County COVENTRY

Meeting of Ready Helpers—Recent Birthday Parties.

The Ready Helpers met Thursday evening with Miss Hattie Hawkins. Mrs. O. C. Hall has had Miss Della Thompson as her guest for the week past.

Fragment Society Meets.  
The Ladies' Fragment society met Wednesday at the chapel. Mrs. W. S. Vinton acted as hostess.

Birthday Surprise Parties.  
Robert A. Hall of East Hartford was at home over Sunday.

Several members of Coventry grange surprised William Rose Wednesday evening, his 73rd birthday. Mr. Rose is the oldest member of Coventry grange.

Rev. and Mrs. H. C. McKnight are visiting in Coventry.

The bridge on the main road over the Skunkamogus river is to be repaired soon.

### WILLINGTON

Grape Fruit and Oranges From Florida—Miss Lucy Eldridge Enters Hospital.

From his ranch in Florida, Fred M. Preston writes his sister, Miss Alice M. Preston, of Hillsdale farm, that he has sent her three boxes of grape fruit and oranges, one for only one box has arrived. That was in good condition and the fruit delicious.

Miss Lucy Eldridge over 60 who has been suffering from the effects of a broken hip for a number of years, went last Friday to Oscar Hinckley's hospital, at the Johnson hospital, Stafford Springs, for treatment and nursing.

Mrs. Harold Gardner spoke at Rev. Mr. Lusk's church service in Westford Sunday afternoon.

The highways especially the state roads are in very good condition and free from mud.

### Musical Committee's Purchase.

Mrs. E. W. Darrow, musical committee of the Ladies' Aid Society and Mrs. O. V. Smith of the Grange committee, went to Hartford last Thursday and bought two pianos, one for the Ladies' Aid to be placed in the Conference room of the Grange, and one for the Grange at the town hall where that organization holds its meetings.

### RIPLEY HILL

Pleasant Arbor Day Entertainment for School Pupils—Exceptionally Big Flocks of Wild Geese.

School No. 4, Miss Helen Packard teacher, held its Arbor day exercises at R. H. Sherman's and were entertained by the Hilltop Homes club. There were recitations, reading and singing by the pupils. Mrs. F. E. Topf gave a talk on Mexican feather-work and exhibited a beautiful specimen. A Humming Bird Letter to Children was read. A talk on backyards by Miss Julia White, who suggested the coming of the birds.

A cash prize was offered by the club for the best composition written on cleaning the backyards. To interest the children in poultry raising, F. E. Topf offered a bunch of live chickens and a pair of his fine R. I. Red eggs. After singing by the school, cookies, lemonade and tea were served by the club.

### Big Flocks of Wild Geese.

Two flocks of wild geese, one numbering 34, the other 40, passed over this week.

Robert Sherman of Westbrook was a week end guest of his parents.

### STORRS

Friday evening, April 13, Mrs. Hamilton Bullock of Worcester and family, members of the Book club and guests on the subject of The Montessori Method. Teaching was illustrated by apparatus and samples of work done at Mrs. Bullock's school in Worcester.

### Faculty Entertains.

Friday evening, April 13, the faculty entertained the college classes at Grove cottage. Ice cream and cake were served.

### Williston Won.

The Williston academy team of Easthampton, Mass., won from the college team Wednesday afternoon by a score of 9 to 6.

### Campus Interests.

The classes in the school of agriculture were entertained on Friday afternoon by members of the faculty.

John J. N. Pitts recently purchased an automobile.

Mrs. J. N. Pitts spent Sunday in Ware, Mass.

Mrs. C. L. Beach is visiting in Hartford.

Mrs. E. O. Smith leaves for New York City today.

Mrs. G. H. Lamson has returned to her home in Easthampton.

### GURLEYVILLE

Winter Absentees Return—Welcome Home for F. C. Dunham.

Rev. E. H. Tunnicliffe and daughter Beatrice have returned after an absence of two weeks. Mr. Tunnicliffe occupied the pulpit Sunday.

### Personal Influence a Marvellous Power In Business and Society

The Rev. James Stanley Wentz writes eulogistic letter to discover of new and remarkable system for developing the mental powers, controlling thoughts and actions of others, curing disease without drugs and reading the secret desires of people though thousands of miles away.

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WONDERFUL BOOK DESCRIBING THIS STRANGE FORCE AND A CHARACTER DELINEATION POST FREE TO ALL WHO WRITE AT ONCE.

The National Institute of Sciences of London, England, has appropriated \$25,000 to fund a free distribution of Prof. Knowles' new book, "The Power of Personal Influence." The book lays bare many astounding facts concerning the power of personal influence, and explains a wonderful, simple system for the development of personal powers, and the curing of diseases and habits. The book is a masterpiece of practical character reading, and also extensively deals with the character of the individual, and the character of the nation. The book is a masterpiece of practical character reading, and also extensively deals with the character of the individual, and the character of the nation.

The Rev. James Stanley Wentz says: "No one can give the system a careful personal without becoming satisfied that in giving this knowledge to the world Prof. Knowles is actuated by the earnest desire to uplift and benefit mankind. The book is a masterpiece of practical character reading, and also extensively deals with the character of the individual, and the character of the nation. The book is a masterpiece of practical character reading, and also extensively deals with the character of the individual, and the character of the nation."

A Prominent American Physician, A. W. F. M.D., Ph.D., M.E., Principal of the Douglas Institute, writes: "Your system is very useful to me in my practice."

The London Mail: "Professor Knowles' System embraces a great deal of the best of the old and new, and is readily grasped by all who have the ability to read and understand simple prose. No better help towards success in life could be desired."

The immense demonstration at Plant field on Wednesday afternoon must have satisfied Morton F. Plant that the people of New London fully appreciated his generous action in getting the city back on the baseball map. Business was practically suspended in the city and over 5,000 people assembled on the field to witness the opening game in this city in the history of the baseball field. The opposing team being the Hartford. It was a game worthy the auspicious occasion—the biggest day in the baseball history of the town. The teams were evenly matched and from start to finish the game was excitingly played. The New London team, having the shade of advantage and winning by the score of 2 to 0. It was demonstrated that New London stands with a bunch of boys in the game, and that they will not have to wait very long for the pay envelope.

Prior to the call of the game and while the people were gradually filing into the field, the Economic band played a lively march. There was something going on all the time. Just before the opening of the game an immense horde of Richmond Road boys, dressed in their uniforms, stepped into the arena and tossed the ball. Of course, with a crowd of this kind, it was a puzzle that the batsman could not find it. It was clear that the Irishman and the flow of the President Wilson and ex-presidents Taft and Roosevelt stalked into the field arm in arm. They could not have received a more hearty and enthusiastic reception than was accorded Mr. Plant and Mayor Mahan. And this was all before the game had commenced. So it is no wonder that Mayor Mahan and his Planners were encouraged to a high degree and went into the game with the idea that they must win for they were like unto the boy that went gunning for the racoon when the minister was coming to dinner. They must win.

It was a great game for a starter, and the fans sincerely hope that the good work will continue to the end of the season, and that New London will be able to hold its own in the season and at the end of it very near the top. As some of the towns, especially Hartford, has already declared that the position still is held to the Capital City, it can hardly be expected that it can come to New London for the time being. The friendship between the two towns is a permanent one. But that little matter will not be decided until the summer of next year, and the spring season is in readiness to tackle at football.

There is a property owner who persists in the idea that the building adjacent property in Montauk avenue by not heeding the adopted building line and by building a little on every side, on the one side and extending beyond his own private residence, erecting a tenement house on a line with the street on the other side, and filling in the rear with tenement houses built to accommodate many tenants, in close proximity to the main money there is in it and without regard to the general line surroundings. This latest building was commenced with the intention of building a tenement house on the lot, and the building line was not established building line on the avenue and that he has the right to use every inch of his property if he so desires.

The result is that the council gave public hearing on the matter of establishing a legal building line and there were many who appeared in favor of such action, voicing the public sentiment that something should be done that would prevent the further encroachment of Montauk avenue. There is need of a Municipal Act Society between New London and the organization is here and it should be.

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